



Michigan Manufacturing Technology Center (MMTC)

MMTC helps companies address the challenges of: missing profit goals, increasing costs, excess inventory, declining sales revenue, and lack of growth. MMTC understands what helps businesses grow, top- and bottom-line, and provides services to help implement and track strategies which do so.

Success doesn't just happen. It takes driven, dedicated, experienced, full-time professionals - like the kind at MMTC, working together to keep Michigan manufacturing strong. Since 1991, MMTC has assisted Michigan's small and medium-sized businesses compete and grow. Through personalized services fitted to meet the needs of clients, MMTC develops more effective business leaders, drive product and process innovation, promote company-wide operational excellence and foster creative strategies for business growth and greater profitability. Supported by the Michigan Economic Development Corporation and as Michigan's National Institute of Standards and Technology Manufacturing Extension Partnership affiliate, MMTC brings well-tested services to our clients.

For more information, contact

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MEP • MANUFACTURING
EXTENSION PARTNERSHIP



Michigan MEP CLIENT IMPACTS

Impacts are based on clients receiving service in FY2012

Total Increased/
Retained Sales



\$178.2 Million

Total Increased/
Retained Jobs



2,166

New Client
Investments



\$69.17 Million

CLIENT SUCCESS: OMEGA PLASTICS INC.

“MMTC helped us get on and stay on track. Their data and guidance was critical in our transformation.”

Jeff Kaczperski, President and CEO

Innovation Drives Change and Growth for Omega Plastics

Innovation has always been a driving force in the history and success of Omega Plastics. Starting with one toolmaker in a home garage, Omega's 45 employees now work in a 70,000 square foot facility in Macomb County. Omega Plastics has transformed into a world leader in tooling and injection molding solutions for prototype and low-volume production applications. With experience shipping domestically and abroad, Omega now supplies a global client base in a variety of industries including medical, consumer packaging, automotive, and security and safety products.

Situation:

After 9/11, the automotive market changed dramatically. Orders were more volatile and there was constant pressure to cut prices. The company realized it was time to carve a new niche. They turned to the Michigan Manufacturing Technology Center (MMTC), for assistance.

Solution:

The MMTC completed a detailed on-site assessment and benchmarking analysis. Omega's management team spent three days developing a new strategic plan using the collected data. Two new markets were targeted and internal process improvements were identified specifically to help Omega transition to these low volume, high mix production cycles that would be required for the transition. As a result, new and revamped practices have reaped nearly 200% growth in value-added-per-fulltime equivalent in the last 5 years. Omega now has a diverse and global portfolio including 75% of their business in the two new industries they targeted. Further assistance from MMTC allowed Omega to quote and secure additional business, upgrade from portal clean rooms to a Level II permanent room and secure ISO 13485.

“We view ourselves as a passionate partner for innovation. We help viable products come to market and we network with some of the most prestigious healthcare research organizations in the world. Getting the customer into production faster than ever before is the vision of our company, providing manufacturing solutions to make it happen is our specialty,” states Kaczperski.

Results:

- * 25+ new customers in new markets
- * 75% of business represents new markets served
- * Increased value add per FTE by 93%
- * Invested \$160K in clean room
- * Developed 4 new quoting opportunities and landed \$60,000 in new sales
- * Company secured ISO 13485

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